

## Message Text

UNCLASSIFIED

PAGE 01 BELGRA 05526 161548Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----053957 161758Z /46

R 161045Z AUG 77  
FM AMEMBASSY BELGRADE  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2014  
AMCONSUL ZAGREB  
AMEMBASSY BUCHAREST  
AMEMBASSY SOFIA

UNCLAS BELGRADE 5526

E.O. 11652: N/A  
TAGS: BEXP, YO  
SUBJECT: PETROCHEMICAL PROCESSING TSS, DEC. 1977

REF: A. USDOC 14894 B. BELGRADE A-67

1. EMBASSY BELIEVES THAT TSS FOCUSING ON SPECIFIC EQUIPMENT OR INSTRUMENTATION LINES WOULD NOT BE OF STRONG INTEREST IN YUGOSLAVIA. MOST CONTRACTS FOR NEW CHEMICAL PLANTS ARE OFFERED ON A TURNKEY BASIS AND YUGOSLAVS DEPEND HEAVILY ON FOREIGN ENGINEERING AND CHEMICAL PRODUCERS TO SELECT TECHNOLOGY AND EQUIPMENT. FOR THIS REASON THE SWITCH TO SYSTEMS APPROACH TO PRODUCTION OF PETROCHEMICALS IS LIKELY TO HAVE MORE FAR REACHING COMMERCIAL IMPACT HERE AND GENERATE GREATER INTEREST AMONG CHEMICAL INDUSTRY DECISION MAKERS.

2. NARROWING OF SEMINAR THEME TO PETROCHEMICALS IS APPROPRIATE AS MAJOR EXPANSION IS PLANNED FOR THIS SECTOR. IN REFTEL B, WE SUPPLIED LIST OF SPECIFIC PETROLEUM DERIVATES WHICH ARE SLATED FOR INCREASED PRODUCTION IN NEXT FIVE YEARS. SEMINAR SHOULD HIGHLIGHT TECHNOLOGY AND PROCESSING SYSTEMS APPLICABLE TO THESE PRODUCTS. IN ADDITION, TOPICS OF GENERAL INTEREST INCLUDE OPTIMAL CAPACITIES OF NEW PLANTS, INTEGRATION OF NEW PROCESSING FACILITIES INTO EXISTING CHEMICAL COMPLEXES, AND EXPORT MARKETS  
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FOR VARIOUS PETROCHEMICAL PRODUCTS.

3. FROM VIEWPOINT OF YUGOSLAV INDUSTRY IDEAL MAKEUP OF SEMINAR TEAM WOULD BE FOUR OR FIVE SYSTEMS EXPERTS, EITHER FROM ENGINEERING OR CHEMICAL COMPANIES, AND TWO OR THREE REPS OF MANUFACTURERS WHO CAN SPEAK ON COMPLETE LINES OF PROCESSING EQUIPMENT OR INSTRUMENTATION SYSTEMS. U.S. FIRMS WELL KNOWN

TO YUGOSLAVS ARE DOW, MONSANTO, C.E. LUMMUS, MCKEE ENGINEERING,  
AND CREWFOR AND RUSSELL. WE ARE UNABLE TO COMMENT ON SUITABILITY  
OF OTHER PROSPECTIVE PARTICIPANTS LISTED IN REFTEL A UNTIL  
WE KNOW MORE ABOUT SEMINAR TOPICS.

4. IN THE EVENT THAT USDOC DECIDES TO ADHERE TO AN EQUIPMENT  
APPROACH TO TSS, DEFINITELY ONLY SECOND BEST IN THE YUGOSLAV  
CONTEXT, EMBASSY IS ARRANGING MEETING WITH CHEMICAL INDUSTRY  
SECTION OF CHAMBER OF ECONOMY TO PIN DOWN SPECIFIC EQUIPMENT  
INTERESTS, AND WILL FORWARD LIST OF ITEMS IN DEMAND FROM FOREIGN  
SOURCES.

EAGLEBURGER

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## Message Attributes

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**Review Markings:**  
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